

Message Text

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ACTION PM-05

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C O N F I D E N T I A L LONDON 00542

DEFENSE FOR OASD/ISA AND DSAA

E.O. 11652: XGDS-1
TAGS: UK EG MARR MMOL MASS
SUBJECT: MULLEY MISSION TO EGYPT

1. ANDERSON, DUS/PMS, PROCUREMENT EXECUTIVE, MOD, IN
BRIEF ENCOUNTER ON HEELS OF MULLEY'S RETURN TO UK GAVE
POL-MIL ATTACHE FOLLOWING OUTLINE OF RECENT UK ARMS
SUPPLY DEALINGS WITH EGYPT. ANDERSON ACCOMPANIED MULLEY
THROUGHOUT THE TRIP.

2. ANDERSON SAID MAJOR PURPOSE OF MULLEY'S VISIT TO
CAIRO WAS TO TIE STRINGS AROUND AND SIGN UK-EGYPTIAN
MOU STRUCTURED TO PROVIDE A DIPLOMATIC-GOVERNMENTAL
UMBRELLA UNDER WHICH UK INDUSTRY CAN ESTABLISH, PASS
KNOW-HOW TO AND TRAIN EGYPTIANS, THROUGH THE ARAB
ORGANIZATION FOR INDUSTRIALIZATION (AOI), TO PROGRES-
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SIVELY MANUFACTURE UNDER LICENSE BRITISH EQUIPMENT.
ANDERSON SAID GUTS OF THE ARRANGEMENT ARE REALLY UK
INDUSTRY-TO-AOI RELATED BUT THAT EGYPTIANS INSISTED ON
HAVING AN "FMS KIND OF MOU". HE SAID UK MOD MOU CLOSELY
PARALLELS THE KIND OF ARRANGEMENT U.S. IS WELL FAMILIAR
WITH. GOE WANTED UK GOVERNMENTAL ASSURANCE ABOUT
SUPPORT, SPARE PARTS, CREDIT AND TECHNOLOGY AND KNOW-HOW

TRANSFER.

3. THE DEAL TOUCHED ON TWO MAJOR ELEMENTS OF WHAT BRITISH HOPE WILL IN FUTURE GROW INTO A SIGNIFICANTLY BROADER PROGRAM: (A) THE SIGNING OF THE SWINGFIRE ANTI-TANK MISSILE DEAL COVERING CREATION OF A JOINT BRITISH AEROSPACE-AOI COMPANY CALLED ARAB-BRITISH DYNAMICS LTD, INVOLVING COPRODUCTION OF SWINGFIRE; (B) STRUCTURING THE LYNX HELICOPTER DEAL INVOLVING WESTLAND AND ROLLS ROYCE WITH AOI IN A MAJOR COPRODUCTION PROGRAM OF UP TO 250 HELICOPTERS; AND (C) JET TRAINER AIRCRAFT. BRITISH ARE STILL HOPEFUL THEY CAN OVERCOME COMPETITION FROM THE FRANCO-GERMAN ALPHA JET AND PERSUADE EGYPTIANS TO BUY THE HAWK. ANDERSON CLAIMS HAWK IS APPRECIABLY CHEAPER THAN ALPHA JET BUT BRITISH ARE RELUCTANT TO DO MUCH ON THE COPRODUCTION SIDE. HE SAID IT WOULD BE A MIRACLE IF UK HAWK PACKAGE WON OVER THE ALPHA JET PACKAGE.

BREWSTER

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